



WORLD TRADE CENTER[®] DELAWARE

These pages contain brief information on opportunities that could offer exciting possibilities for U.S. companies in a variety of industry sectors.

Further information on these partnership opportunities can be obtained by contacting Carla Stone at (302) 656-7905, or by email at cstone@wtcde.com.

April 2019 Leads

TURKEY: Turcas Petrol, Inc

[Turcas Petrol](#), with a history stretching back 88 years, is an oil/energy-focused investment company having subsidiaries with leading companies in their sectors. Turcas' subsidiary in fuel distribution and lubricants market, Shell & Turcas Petroleum, thanks to its network of 1,011 Shell-branded gas stations nationwide, oil storage terminals, lubricants production and marketing activities, reached to a turnover of 19.6 billion TL in 2017. With this turnover, it is not only a leader of the energy sector, but also among the top 10 largest companies in the Turkish economy. Turcas is seeking for a potential U.S. partner, which would first supply methanol by ships to its Atas facility near the city of Mersin at the Mediterranean Coast of Turkey. After establishing such cooperation, Turcas plans to establish a methanol facility in the same place with this potential partner to keep supplying methanol to the Turkish market. Once established, this facility will be able to use U.S. LNG. For more information, contact [Serdar Cetinkaya](#), U.S. Embassy Ankara.

=====

NIGERIA: Manufacturers of ESP (Electrical Submersible Pump Systems for Oil Production)

Mustang Offshore Limited, an indigenous Nigerian oil and gas company owned and fully staffed by well trained and highly experienced team of Engineers is one of CS Nigeria's vetted clients. Mustang Offshore Nigeria is seeking Partnership with oil field electric submersible pump manufacturers and technologies of artificial lift systems to design and manufacture equipment to enable mustang fulfill service contracts in upstream of Nigeria oil industry. The desired OEM and equipment/service supplier should have acquired satisfactory performance documentation/contract references, experience in similar oil field services/other activities. For more information, please contact [Ngozi Nkwoh, U.S. Embassy Lagos](#).

=====

BENIN: "Strengthening and Rehabilitation of the Regional Electricity Distribution Network and Cotonou - Lines"

The contract includes the following four lots:

- lot A, representing the *design and construction of 33 kV lines at the regional level* (lines concerning Natitingou, Bérincigou, Djougou and Parakou);
- lot B, representing the *design and construction of 63 and 15 kV lines in Cotonou* (concerns lines between Vèdoko, Gbedjromèdo, Red Cross, Cim Benin and Akpakpa);
- lot C, representing the *design and construction of the 63 and 15 kV lines at Cotonou* (concerns lines between Vèdoko, Airport, Fidjrossè, Ancien Pont and Akpakpa);
- lot D, representing the *design and construction of 63 kV lines around Cotonou* (concerns lines between Cim Benin, Sèmè and Tanzoun).

Deadline: June 18, 2019 | For more information: See MCA-Benin website [here](#).

Power Africa Point of Contact: info-benin@charleskendall.com.

=====

MALAYSIA: Tender for 500 MW of Solar Projects in Peninsular Malaysia

Malaysia's Minister of Energy, Science, Technology, Environment and Climate Change

(MESTECC) has announced a tender for the project Large Scale Solar (LSS) 3 is the third round of the country's procurement program for large-scale PV. The project, comprising solar parks ranging in size from 1-100 MW and the tender process will be finalized by the end of 2019, while bids will have to be submitted by August this year. [More information](#).

=====

GHANA: Chase Petroleum Wants to Engage with US Partners of Refined Petroleum Products

Chase Petroleum wants to engage partners (suppliers, refineries or brokers) of refined petroleum products from the United States who have the capacity to deliver products (Gasoline and Gasoil, but not limited to these) to meet the Ghanaian market specifications. Chase Petroleum has the capacity to procure 40,000MT or more of combined products (gasoil and gatender for 500 MW of solar projects in Peninsular Malaysia) on monthly basis at competitive prices. As part of the Chase Holding (CH) Group of companies, the Group has the largest and most efficient privately-owned tank farm with a 120,000 cubic meters capacity: Gasoil – 70,000 cubic meters.

Gasoline – 50,000 cubic meters. Chase Petroleum Ghana Limited also wants to engage a financing partner (Bank, investment house, etc.) to finance the transactions between the US supply partner and Chase. This will be in the form of structured trade finance, Letter of Credit facility among other options. Company Profile [HERE](#). For more information, contact Hannah.Kamenetsky@trade.gov, Senior Commercial Officer, U.S. Embassy Ghana.

=====

BANGLADESH: Heavy Fuel Oil (HFO)

[Tetrahedron, Inc.](#) is looking to buy Heavy Fuel Oil (HFO). Quantity can be as high as 500,000 tons/year. Specification of the product are: Parameters Test Method *Limit Value Density, max, at 15 deg Centigrade ASTM D4052 991 kg/m³ Viscosity, max, at 50 deg. centigrade ASTM D445 180 cSt Water, vol%, max. ASTM D95 0.50% Flash Point, min. ASTM D93 660 C Pour Point, max. ASTM D97 240 C Sulphur, mass %,max ASTM D4294 3.50% Total Sediment, mass %,max IP 375-11 0.10% Sodium, max IP 501-05 30 mg/kg Ash, mass%, max ASTM D482-13 0.10% Vanadium, max IP 501-05 200mg/kg Aluminium + Silicon IP 501-05 80 mg/kg Carbon Residue, mass%, max ASTM D5291-10 16% Ashphaltens, mass%, max 14% CCAI, max 860 Calcium, max 30 mg/kg LHV [Kj/Kg] min ASTM D240-14 39,000 Hydrogen Content ASTM D5291-10 Mass % Report 10.5 Zinc 15 mg/kg Phosphorus 15 mg/kg *Above value are to measured as per applicable standard test method. 1. Specification of the product to match the required specification. 2. Price both FOB and CIF (Chittagong, Bangladesh) 3. Country of Origin. Deadline: July 31, 2019. For more information, contact [Danielle Caltabiano](#).

=====

VIETNAM: DEVELOPMENT OF A 60 MW SOLAR PLANT PROJECT IN KAMPONG CHHNANG PROVINCE, CAMBODIA

[Invitation for Bid](#) Deadline: May 17, 2019. For more information, contact [Suttharud Liangwonnoporn](#).

=====

CHINA: Import LNG by ISO Containers

[Information on Trade Lead](#) | [CERG Company Profile](#)

=====

EGYPT: Detergent Additives

Certification(s)

- Quality Management Systems - ISO 9001- 2008
- Environment Management Systems - ISO 14001- 2004
- The occupational health and safety Management system OHSAS 18001 - 2007

802 N. West Street • Wilmington, DE 19801
Phone 302-656-7905 • Fax: 302-428-0511 • www.wtcd.com

- Testing Laboratory ISO 17025 - 2005

Detailed Product Description

- Acrylic /Maleic Copolymer
- Acrylic Homo Polymer
- Thickeners
- Speckles
- Others.

=====

UNITED KINGDOM: Sensing technologies, autonomy, Artificial Intelligence and non-lethal effectors

The Defence and Security Accelerator aims to address the increasing UAS threat to the defense and security of the UK both at home and abroad. They are focusing on two key areas: next generation counter-UAS (C-UAS) and the future threats from UAS such as swarms, autonomy and congested air space.

Deadline: Competition expected to open in April 2019

Contact: PJ Menner (PJ.Menner@trade.gov)

=====

KOREA

iMarketKorea, is preparing an open bid of DAPA (Defense Acquisition Program Administration, under the South Korean MOD) for commercial items. They are looking to identify US manufacturers/suppliers of spare parts related to Helicopters such as 500MD, AH-1S, CH-47, etc. If interested, please contact Melissa.Grosso@trade.gov.

=====

UAE: Drone Inspection Services for telecom towers

The largest telecom provider in Abu Dhabi is seeking drone inspection services for their towers. Similar services and technology:

<https://industrialskyworks.com/drone-inspections-services/>

<https://www.airoboticsdrones.com/#/solution>

Deadline: ASAP

Contact: George Messiha (George.messiha@trade.gov)

=====

MALAYSIA: Airport Planning Consultancy Services Tender

Malaysia Airports Holding is seeking to appoint an airport planning consultant to develop the airport master plan and associated services at selected MASB airports. See tender: <https://vms.malaysiaairports.com.my/File/Advertisement/mahb-masb-rfp-07-2019.pdf>

Deadline: Noon on May 13

Contact: Randall Liew (Randall.liew@trade.gov)

=====

MALAYSIA: Consultant for Development of Airport Master Plan Tender

Malaysia Airports Holding is seeking to appoint an airport planning consultant to develop the airport master plan for Sultan Abdul Aziz Shah Airport in Subang, Malaysia. See tender: <https://vms.malaysiaairports.com.my/File/Advertisement/mahb-masb-rfp-06-2019.pdf>

Deadline: Noon on May 13

Contact: Randall Liew (Randall.liew@trade.gov)

=====

HEALTHCARE Leads: International firms that are actively looking to purchase U.S. medical devices and equipment. Qualified sales leads are presented below:

- **EL SALVADOR:** Pharmaceutical Laboratory that would like to purchase equipment/machinery to produce soft gel pharmaceutical products.
- **KENYA:** In need of 1.8 litre red and yellow peddle bins for medical waste disposal.

Contact your [local specialist](#) for more information.

=====

Environmental and Social Oversight Consultant (ESOC) Services for the Skills for Employability and Productivity Project (Skills)

The United States of America, acting through the Millennium Challenge Corporation (“MCC”) and the Government of Cote d’Ivoire (the “Government” or “GoCI”) have entered into a

Millennium Challenge Compact for Millennium Challenge Account assistance to help facilitate poverty reduction through economic growth in Cote d'Ivoire (the "Compact") in the amount of approximately US\$ 524.7 million ("MCC Funding"). The Government, acting through MCA-Cote d'Ivoire (the "MCA Entity"), intends to apply a portion of the MCC Funding to eligible payments under a contract for which this Request for Proposals ("RFP") is issued. Any payments made by the MCA Entity under the proposed contract will be subject, in all respects, to the terms and conditions of the Compact and related documents, including restrictions on the use and distribution of MCC Funding. The Compact and its related documents can be found on the MCC website (www.mcc.gov) and on the CNPC website (www.cnpc-mcc.ci).

The Compact program includes two (2) projects:

1. **The Skills for Employability and Productivity Project** (Skills Project) which aims to increase the number of years of education received and improve the acquisition of quality, in-demand basic skills, including reading, math, and soft skills, for lower secondary students; and (ii) to improve the acquisition of quality, in-demand technical skills and increase job placement rates among graduates of Compact-supported technical and vocational education and training ("TVET") centers;
2. **The Abidjan Transport Project** (ATP) which aims to reduce vehicle operating costs and travel times along targeted road segments, while improving overall pedestrian and vehicle mobility and safety. The Transport Project will include infrastructure and institutional strengthening investments designed to improve traffic fluidity and decongest a central corridor of the city linking the Port of Abidjan to points north, west and east.

MCA-Côte d'Ivoire, serving as the client, will hire a consulting firm (the "Consultant") as the Environmental and Social Oversight Consultant ("ESOC") for the Skills Project. The ESOC shall participate in the preparation and implementation of the MCA-Cote d'Ivoire Environmental and Social Management System ("ESMS"). The ESOC shall also provide support, expertise, and general program management concerning: stakeholder engagement, preparation of CGES and RPF, as well as global environmental, social, resettlement, health and safety overseeing, in compliance with MCC Environmental Guidelines and IFC Performance Standards.

In order to perform services under this contract, the Consultant will also have to work in close consultation with other Consultants hired by the MCA-Côte d'Ivoire Skills as well as certain GoCI ministries and agencies referred to as the Implementing Entities ("IEs") that will collaborate with MCA-Côte d'Ivoire in furtherance of the Compact program. Each of the Implementing Entities will sign an Implementing Entity Agreement ("IEA") with MCA-Côte d'Ivoire.

A Consultant will be selected under the **Quality and Cost Based Selection (QCBS) method**, the evaluation procedure for which is described in sections of the RFP in accordance with "MCC Program Procurement Guidelines" which are provided on the MCC website www.mcc.gov.

The complete RFP can be downloaded through the following link

<https://www.dropbox.com/sh/iybh07lmqyfg2yu/AADeet9MRSxIrPJU1jFfLrafa?dl=0>.

Consultants interested in submitting a Proposal, should submit a completed registration form (found at the link provided above) by e-mail with the reference and subject of the RFP to the **Procurement Agent** at MCACotedIvoirePA@cardno.com. This will ensure that the Consultants receive updates, clarifications and/or addendums as well as the link for the electronic submission of the Proposals regarding this RFP.

Proposals must be delivered in the manner specified in the Section I ITC 18, no later than **May 3rd, 2019 at 2.00 pm Abidjan - Côte d'Ivoire Time**. Late proposals will be rejected.

Contact Information:

Address Immeuble Tropicque III, Angle Rue 148 Jesse Owens, et Blvd de la République (Face Hôtel Tiama), 3ième étage, Apt. D32, Abidjan-Plateau, Côte d'Ivoire

ATTN: Procurement Agent, MCA-Cote d'Ivoire

Tel: +225 20 21 57 24

MCACotedIvoirePA@cardno.com

<http://www.cnpc-mcc.ci>

=====

MALAWI: Expression of Interest – EPC for Malawi Golomoti Solar Power Project

Background: Golomoti JCM Solar Corporation Limited (JCM), a subsidiary of JCM Power, is planning on a two-step Engineering Procurement Construction (EPC) bidding process for this project. This project supports the construction of a 20-megawatt (MW) solar power plant with the option of an energy storage system in Malawi. JCM is working with the U.S. firm Power Engineers on this project.

The goal of the project is to help the Government of Malawi expand energy access across the country and achieve 30 percent access by 2030, and 60 percent by 2040. This project also represents one of the first to be developed by an independent power producer (IPP) under recent energy sector reforms in Malawi. Through Malawi's first competitive bidding process for solar generation, this project was developed with assistance from USTDA, Power Africa, and the Millennium Challenge Corporation (MCC).

Link for more information: <http://www.infracoafrica.com/working-together/#tender>

Expression of Interest Deadline: May 6, 2019

Point of Contact:

802 N. West Street • Wilmington, DE 19801
Phone 302-656-7905 • Fax: 302-428-0511 • www.wtcd.com

Mike Long

Power Engineers

2041 South Cobalt Point Way

Meridian, ID 83642 USA

Email: mike.long@powereng.com

Tel: (208) 788-0344

Mobil: (208) 863-5632

=====

MALAYSIA: Development of Airport Master Plans

Background: Malaysia Airports Holdings Berhad (“Malaysia Airports”) is inviting qualified local and foreign consultant companies with relevant experience to participate in two Requests for Proposals (“RFPs”) related to airport master planning in Malaysia. The two RFPs are:

1. Airport planning consultancy services for development of airport master plan and associated services at selected Malaysia Airports Sdn. Bhd. (“MASB”) airports; and
2. Consultant for the development of an airport master plan for Sultan Abdul Aziz Shah Airport in Subang, Malaysia.

Malaysia Airports is one of the largest airport operator groups in the world—in terms of number of passengers handled—managing 39 airports across Malaysia (with five international airports, 16 domestic and 18 STOLports) as well as one international airport in Turkey.

Link for more information:

	RFP NO.	NAME	LINK FOR MORE INFORMATION
1	MAHB-MASB/RFP/07/2019	Appointment of Airport Planning Consultancy Services for Development	https://vms.malaysiaairports.com.my/File/Advertisement/mahb-masb-rfp-07-2019.pdf

	RFP NO.	NAME	LINK FOR MORE INFORMATION
		of Airport Master Plan and Associated Services at Selected MASB Airports, Malaysia	
2	MAHB- MASB/RFP/06/2019	Appointment of Consultant for Development of Airport Master Plan for Sultan Abdul Aziz Shah Airport, Subang, Malaysia	https://vms.malaysiaairports.com.my/File/Advertisement/mahb-masb-rfp-06-2019.pdf

Proposal Deadline:

For both tenders listed above: The full sets of RFP Documents, duly completed and signed by the Consultant Company no later than 12:00 PM (local time) on 13 May 2019, shall be enclosed in a sealed envelope and deposited into the Tender Box at:

802 N. West Street • Wilmington, DE 19801
Phone 302-656-7905 • Fax: 302-428-0511 • www.wtcd.com

Procurement & Contract Division, Level 1, Block B,

Malaysia Airports Holdings Berhad,

Malaysia Airports Corporate Office,

Persiaran Korporat KLIA, 64000 KLIA, Sepang, Selangor, Malaysia

Point of Contact:

Any Queries/clarification for this RFP (eTender), please email
to procurementtender@malaysiaairports.com.my

=====

ISRAEL: Looking for Assorted Types of Mushrooms in Glass Jars

A major Israeli supermarket chain would like to find a source for various types of mushroom
(listed below).

All mushrooms should be in a 580 ml. glass jars, weighing 530 ml, with a net drained weight of
310 grams.

The mushrooms sought are as follows:

- Nameko mushrooms marinated
- Shitake mushroom marinated
- Silius mushrooms marinated
- Marinated assorted (mix) mushroom
- Salted Nameko mushrooms
- Salted Shitake mushrooms
- Salted assorted (mix) mushroom
- Salted Silius mushrooms

=====

PANAMA: Bidding process by best value of the Operation and Maintenance of the new cruise terminal

Deadline: TBD

Date of Event: May 30th 9-10:30

Products: Operation and Maintenance

Contact person: Jeane A. Zuniga at Jeane.Zuniga@trade.gov (ITA contact) info@dgcp.gob.pa
(PanamaCompra contact)

=====

PANAMA: Bidding process by best value of the Technical Assistance, management and supervision of the operation of the Panama Cruise Terminal

Deadline: TBD

Date of Event: May 31st 9-10:30

Products: Technical assistance, management and supervision

Contact person: Jeane A. Zuniga at Jeane.Zuniga@trade.gov (ITA contact) info@dgcp.gob.pa
(PanamaCompra contact)